

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Berner International Corporation

#### Catalyst Connection

#### ERP Software System

##### Client Profile:

Berner International Corporation, founded in 1956, is the leading manufacturer of air doors/curtains, strip doors and Posi Flow fabric ducts. Located in New Castle, Pennsylvania, the company employs 38 people.

##### Situation:

Berner was having difficulty using the ERP software system they had purchased. They found it cumbersome and unaccommodating to a variety of their needs. They had learned to live with the problems but were not really satisfied. The company contacted Catalyst Connection, a NIST MEP network affiliate, for help.

##### Solution:

Catalyst Connection, using SoftSelect, surveyed Berner's objectives and then matched them against the capabilities of numerous ERP systems, including the one the company had. Catalyst Connection helped them form a project team, consisting of a Catalyst Connection advisor, a steering committee from the Berner management team, and an employee users group. Guided by the Catalyst Connection advisor, the team carefully assessed the situation and weighted the options. Berner chose to keep its existing ERP system and tackle their internal issues head-on. Closely coordinating among all of the operational and administrative areas, the team laid out a detailed schedule of tasks. In 2004, Berner successfully completed a number of discrete tasks in the implementation plan. The remaining tasks are proceeding on schedule and everyone's comfort level in using the system as well as their confidence in its ability to meet their needs has increased considerably.

##### Results:

- \* Implemented ERP software system.
- \* Increased comfort level in use of new system and its ability to meet their needs.

##### Testimonial:

"Over the years, Catalyst Connection has kept coming to me, telling me about things that will help my company. I listen because Catalyst Connection understands what my company does and tailors things to us. They do a great job for us."

Georgia Berner, President